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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

METAL TREATING INDUSTRY POSTS 5.2% GAIN FOR FIRST HALF OF 1989

For the first six months of 1989 Commercial Heat Treaters' sales amounted to $296.2 million, up 5.2% over the same period in 1988 when their sales reached $281.7 million.

June billings were up as well: For June 1989 sales totaled $49.5 million which is 2.2% over the June 1988 figure of $48.4 million.

On the district level, six of nine MTI districts outperformed June 1988; eight out of nine are above their January-June total for 1988.

A summary of percentage change by geographic regions follows:

	District	Jun 89 vs. Jun 88	Total 1989 vs. 1988
1	New England (MA-RI-CT)	2.8	0.3
2	Middle Atlantic (NY-NJ-E.PA-MD)	6.9	5.7
3	South Central (W.PA-OH-IN-KY)	6.6	10.2
4	Michigan	- 4.3	5.3
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	0.8	9.6
6	North Central (IL-WI-MN-MO-IA)	3.9	4.4
7	Pacific Coast (CA-AZ-ORE-WASH)	10.7	7.8
8	Southwest (TX-OK-AR-CO-LA-UT)	- 5.7	- 3.7
9	Canada	- 9.1	0.6

METAL TREATING INSTITUTE
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ANALYSIS OF NATIONAL BILLINGS

JUNE, 1989

BILLINGS FOR MONTH

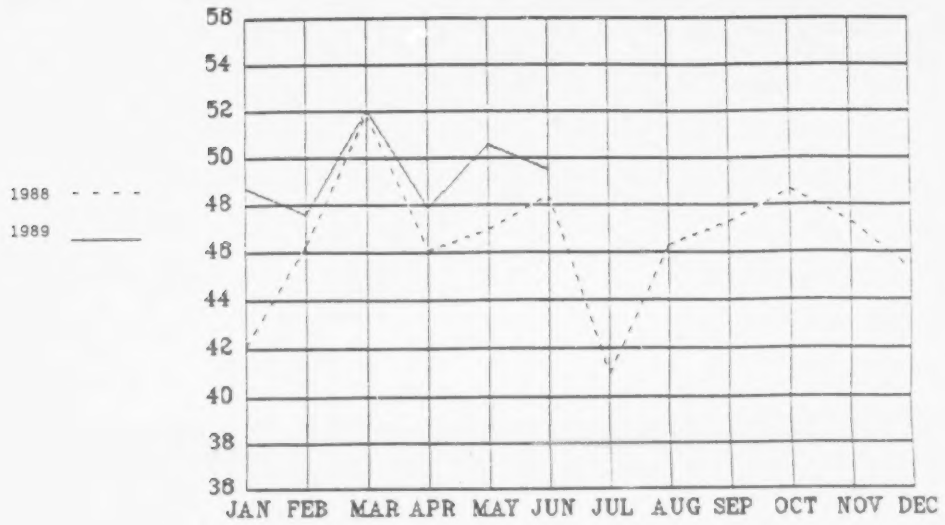
	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1988	1989	%	1988	1989
Total	214	48429.7	49478.2	2.2	100.0	100.0
Dist. 1	16	3396.9	3493.0	2.8	7.0	7.1
Dist. 2	26	4775.1	5105.8	6.9	9.9	10.3
Dist. 3	38	7745.8	8257.5	6.6	16.0	16.7
Dist. 4	24	6612.8	6326.0	- 4.3	13.7	12.8
Dist. 5	19	2834.1	2858.1	0.8	5.9	5.8
Dist. 6	33	9071.1	9421.1	3.9	18.7	19.0
Dist. 7	26	6039.3	6686.8	10.7	12.5	13.5
Dist. 8	18	2964.3	2794.8	- 5.7	6.1	5.6
Dist. 9	14	4990.3	4535.2	- 9.1	10.3	9.2
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1988	1989	%	1988	1989
Total	281653.8	296181.1	5.2	100.0	100.0
Dist. 1	19739.8	19797.3	0.3	7.0	6.7
Dist. 2	27974.4	29566.3	5.7	9.9	10.0
Dist. 3	45465.5	50114.9	10.2	16.1	16.9
Dist. 4	37954.7	39968.0	5.3	13.5	13.5
Dist. 5	16057.1	17599.2	9.6	5.7	5.9
Dist. 6	53810.1	56171.9	4.4	19.1	19.0
Dist. 7	35629.8	38425.0	7.8	12.7	13.0
Dist. 8	17747.8	17094.8	- 3.7	6.3	5.8
Dist. 9	27274.7	27443.7	0.6	9.7	9.3

MILLIONS

NATIONAL BILLINGS



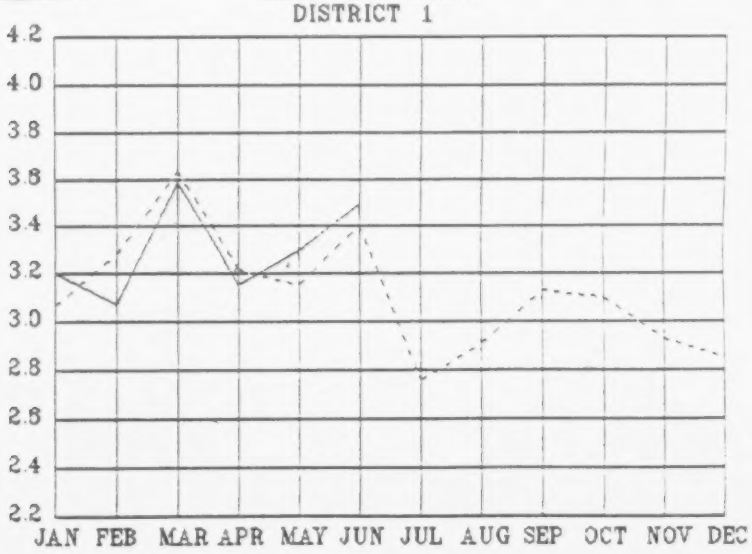
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	15.7	2.9	0.4	3.8	7.6	2.2						
% Change	Cumulative	15.7	9.0	5.8	5.3	5.8	5.2						

MILLIONS

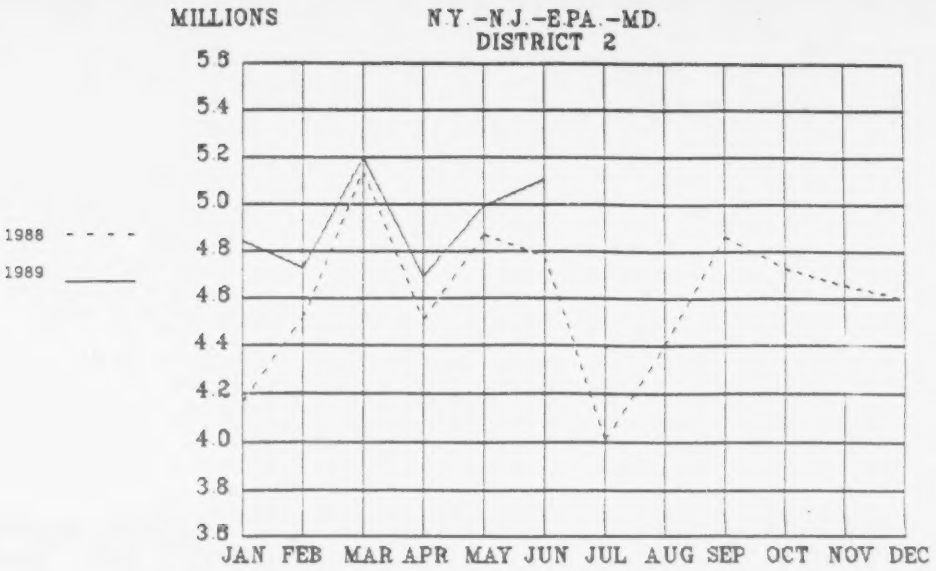
MASS.-R.I.-CONN.
DISTRICT 1



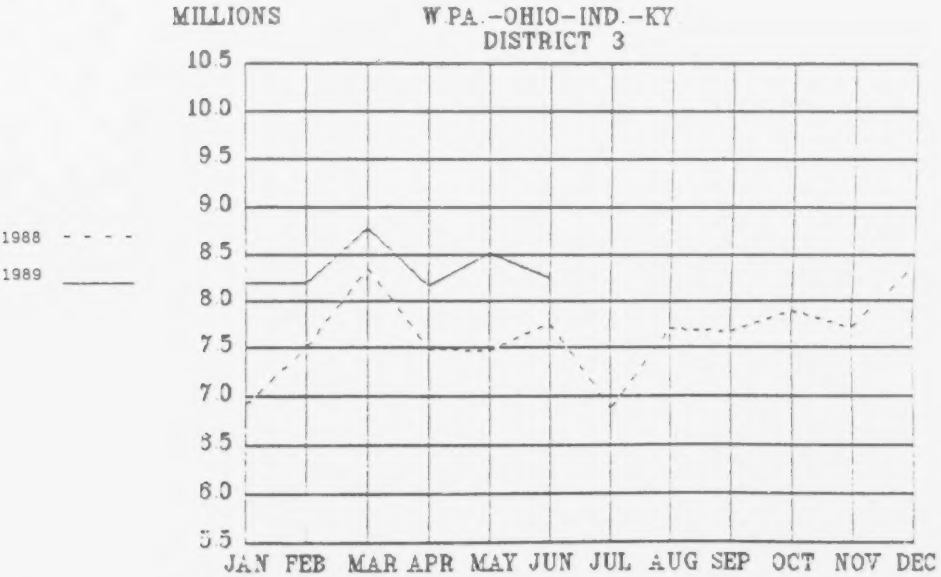
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	4.4	-6.3	-1.2	-2.2	4.6	2.8						
% Change	Cumulative	4.4	-1.1	-1.2	-1.4	-0.2	0.3						



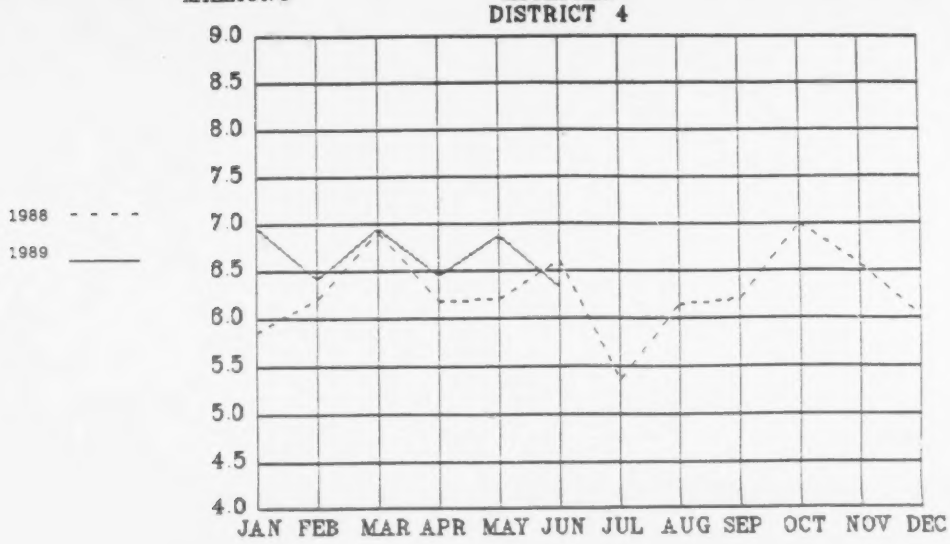
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.3	4.8	1.[illegible]	4.1	2.5	6.9						
% Change	Cumulative	16.3	10.3	6.9	6.2	5.4	5.7						



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	18.6	9.2	5.2	9.0	14.1	6.6						
% Change	Cumulative	18.6	13.7	10.6	10.2	11.0	10.2						

MILLIONS

MICHIGAN
DISTRICT 4



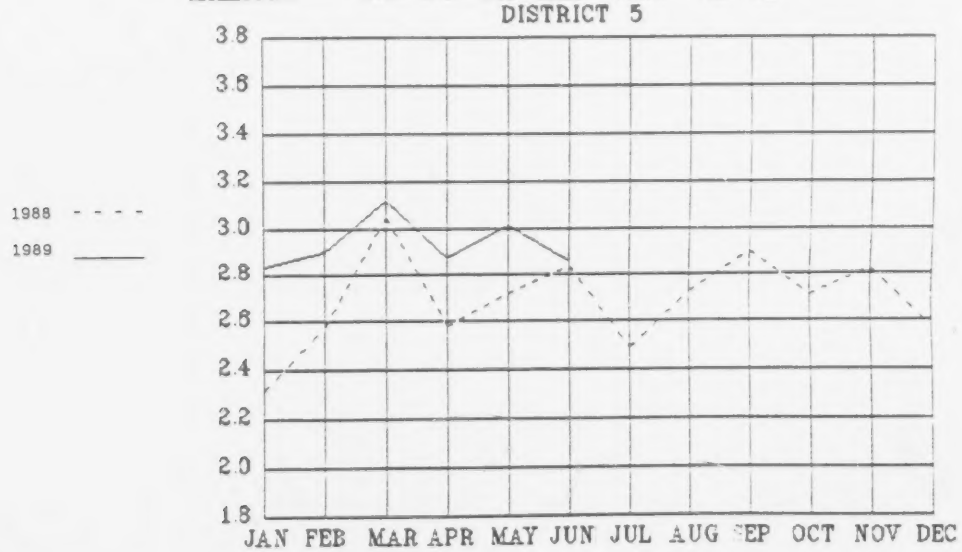
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	19.1	3.3	0.5	4.2	10.9	-4.3						
% Change	Cumulative	19.1	11.0	7.2	6.5	7.3	5.3						

MILLIONS

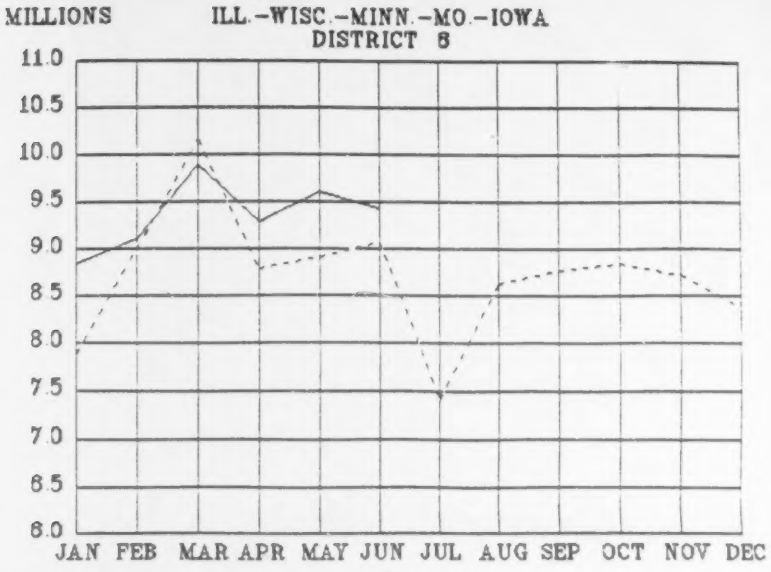
N.C.-S.C.-GA.-ALA.-TENN -VA.-FL.
DISTRICT 5



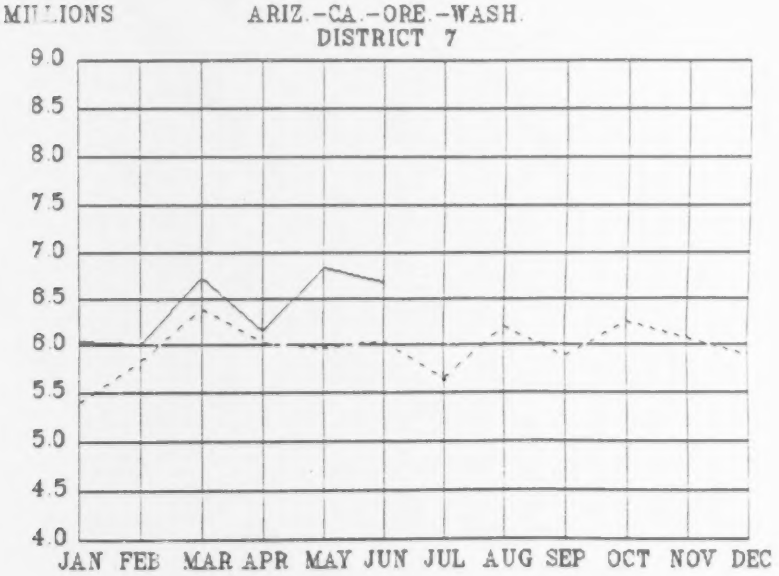
1988 - - - -

1989 ———

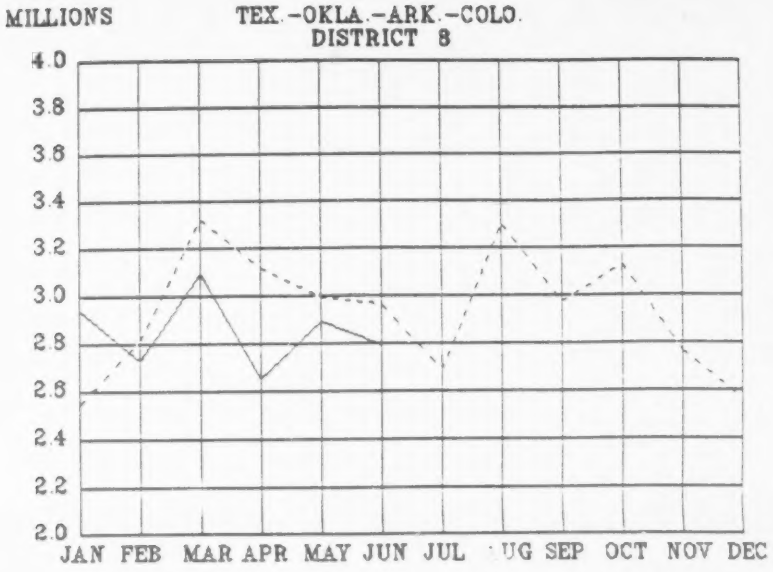
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	22.7	12.8	2.3	11.4	11.1	0.8						
% Change	Cumulative	22.7	17.5	11.6	11.6	11.5	9.6						



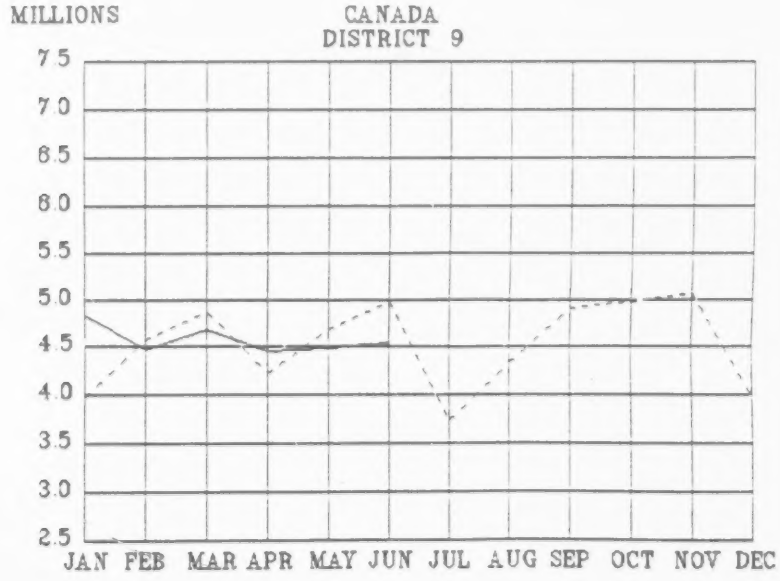
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.2	1.2	-2.6	5.9	7.8	3.9						
% Change	Cumulative	12.5	6.3	3.0	3.7	4.5	4.4						



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	11.6	3.1	5.4	2.0	14.7	10.7						
% Change	Cumulative	11.6	7.2	6.5	5.4	7.3	7.8						



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	15.8	-3.1	-7.0	-14.9	-3.4	-5.7						
% Change	Cumulative	15.8	5.9	0.9	- 3.2	-3.3	-3.7						



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	22.0	-2.2	-4.0	5.5	-3.9	-9.1						
% Change	Cumulative	22.0	9.1	4.3	4.6	2.8	0.6						